



# M E D I A   R E L E A S E

STATE OF TENNESSEE  
BUREAU OF TENNCARE

FOR IMMEDIATE RELEASE  
AUGUST 31, 2005

## **TENNCARE ANNOUNCES DENTAL CONTRACT WINNER**

**STATE TO PAY OVER \$3 MILLION LESS FOR DENTAL CARE SERVICE DELIVERY**

NASHVILLE, TENN— State officials announced today that Doral Dental USA won the competitive bid process to be TennCare's dental benefits manager (DBM). The new contract is approximately more than \$3 million less than the state's previous dental contract.

TennCare's DBM is responsible for maintaining an adequate dental provider network, paying provider claims and providing member and outreach services for more than 630,000 children under age 21 enrolled in TennCare.

"Providing comprehensive and accessible dental care coverage to TennCare children is our dental program's goal," said J.D. Hickey, deputy commissioner for the TennCare Bureau. "Under a new agreement that includes what we believe are some of the tightest lobbying and disclosure provisions in any state contract, TennCare is ready to move forward and build upon the past-performance success of our dental program."

Doral was the lowest bidder and achieved the highest overall score in a field of 6 other competitors. The state will sign a three-year contract with two, one-year renewable periods with Doral Dental. The value of the new contract over the three-year period is \$13,466,160.

The state chose not to renew its three-year existing contract with Doral Dental in April of this year leading to the re-bid process that began in July.

Doral Dental USA is one of the largest dental administrators in the country, serving more than 7 million patients. The company currently has operations in 17 states and serves as sole administrator for the Medicaid dental programs in Illinois, Kansas, Virginia and Tennessee.

TennCare is Tennessee's expanded Medicaid managed care program providing health insurance for approximately 1.3 million Tennesseans.

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